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Vol. 122

July 28, 1951

No. 4

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No Sizes, No Business

This little customer went to market - and came home barefooted

A BOUT three months ago, one of A the staff members of this publication wanted to buy a pair of men's blue suede shoes, size 3B. Actually his size was 8½A, but because of the extreme difficulty he anticipated in getting this size in such a shoe, he was willing to make the compromise. He visited 15 brand name stores in the City of Boston, yet was unable to find a pair of blue suede shoes in his size.

Two months later he set out to buy a pair of dressy slipon or goretype shoes, again in 8B, in Boston. He visited the following stores: Nunn-Bush, Jarman, Florsheim (2 stores), Regal, Stetson, John Ward, Douglas, French, Shriner & Urner, Thom McAn, and Field & Flint. In addition he visited several "independents" carrying branded lines which included Hanan, Nettleton and Stone-Tarlow; and the men's shoe sections of the city's two largest department stores, Filene's, and Jordan Marsh.

In no case was an 8B available in a dressy slipon shoe.

Yet Boston might justifiably be called a "shoe center." That is, the shoes weren't being purchased in Podunk or East Porkchop, where a size and style selection might well be expected to be limited.

Our staff member checked into some records to see if an 8B is such an "odd" size for men's. He found that in one national survey covering 100,000 pairs of men's shoes, B width represented 11 percent of sales, and size 8 covered 12 percent. In another survey covering 10,000 pairs, B was the third most popular of eight widths ranging from AA to EEE. In still another survey with a small but selective sample of 1,008 pairs, B comprised 14 percent of the eight widths covered. And size 8 is, of course, considered in the middle of the "popular" length-size range.

In short, he was not asking for an "out-size"—a shoe out of the popular range. Yet in all these stores, on

Land S Editorial

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both occasions, he was unable to make a purchase, regardless of price. He could well have gone to another dozen stores and, on the basis of his experience, likely met with equal failure.

Now, all of this created quite an interesting discussion among our staff members. We have been receiving reports and rumors from everywhere about the heavy inventories of shoe retailers. Yet, despite these presumably loaded stocks, our staff member could not buy a pair of shoes whose size is at least on the rim of the so-called popular size range. We asked ourselves: if these shoes couldn't be purchased from overloaded inventories, what would happen when these stocks were reduced to "normal" size?

Our staff member, who knows something about shoes, gave some interesting reports on the reaction of the sales clerks in the stores visited. Most were honest enough to admit they didn't have the size. A few tried to slip on another size without notifying the customer beforehand that it was not the size requested. Our customer was quite willing to try another size, recognizing that sizes vary according to the last. But he felt that because he wasn't first notified by the clerk as to the different size, that he was being deli-berately deceived. He naturally resented it, was more wary with those

We were also interested in the fact that in most instances no real effort was made to interest the customer in some other style of shoe. In short, the merchandising or salesmanship was sluggish.

Other glib or irresponsible talk was dished out by some clerks. For

example, in trying to sell a smaller size: "Allowance must be made for stretch in gore-type shoes." Or, in trying to palm off the larger size: "During the summer you have to allow for expansion of the foot." Our customer felt this was unconscientious selling. When suede shoes were shown, and the customer asked what kind of suede it was, in almost no instance was the clerk certain—though most of them took a stab at it; they just couldn't be sure when further questioned.

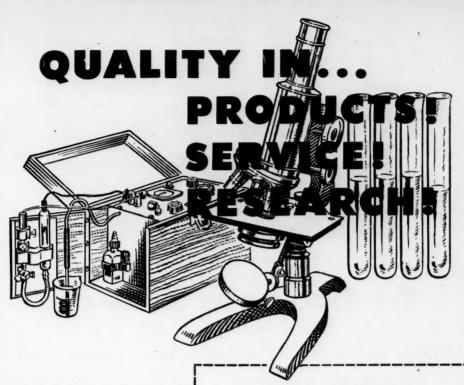
Anyhow, our customer got the impression that many other customers might be expected to get: that in many instances the customer must be somewhat wary of the clerk.

But our staff got some other impressions. Most of all, the failure of shoe stores to carry adequate stock of sizes. We, like everyone else, appreciated the splendid variety of style to select from, but more important, as Irving Grossman of I. Miller & Sons, Inc., once said, "is to have the right shoe in the right size at the right time." How do you unload heavy inventories without the right sizes when a customer is lured into the store by the right shoe at the right time?

The experience of our staff member is by no means a criterion of a national situation regarding shoe sizes in shoe stores. But if a "shoe city" like Boston falls short, it's quite likely that many other cities—and certainly most towns and small communities—fall even shorter.

Our "sample customer" was told by various clerks that 8B was a size carried only in staple dress shoes. If 8B falls out of the popular size range, then perhaps 30 percent of all sizes must be considered lost sales in anything but staple footwear. Frankly, we think this is a helluva way to merchandise extra-pairage sales such as casuals, sport and leisure types.

Perhaps if we did more crying over shortage of sizes we'd have less reason to cry over shortage of business.



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The three Gosselin brothers at work; l. to r.: David, Alfred and Richard.

THE THREE LITTLE SHOEMAKERS

A trio of fabulous characters straight out of Grimm's fairy tales

F anyone walked into the little shoemaking shop in back of an old home at 879 Juno Street, St. Paul, they'd swear they were seeing a reallife version of one of Grimm's fairy tales, where the round and jolly elves came at night to stitch and sew at the shoemaker's bench. When the visitor rubbed his eyes he'd see the three Gosselin brothers, David, Alfred and Richard, the tallest of whom is only five feet five inches, who look every bit like the lovable fairy-tale characters, and who solely by themselves run the little 75-year-old shoe manufacturing firm of G. F. Gosselin & Sons, makers of the well-known "Gosling" moccasins for children.



Cutting from pattern.



David sorting the leather.



Richard, hand trimming.



David, doing the lasting.

Alfred, using a lock stilch to securely fasten the pieces together. Note leather pants and thumb protectors, and pedal strap pumped by foot to hold shoe securely against knee.

If ever there was a shoemaking firm in the old family tradition, this is it. Great-grandfather Ferdinand Gosselin started it up in Bangor, Maine. Uncles, nephews, brothers and sons participated in the business over the decades. Ferdinand's son moved to St. Paul, set up a little factory there and later moved into the present shop operated by the three brothers. The latter's father fitted the queen of the first St. Paul Winter Carnival in 1886 with a pair of toboggan moccasins.

The father of the present three brothers started the Alaskan moccasin trade, outfitting men during the gold rush era, and this Alaskan trade is still going for the Gosselins. Buckskin Gosselin moccasins are sold to jobbers in Alaska. In the beginning, these moccasins were sent to the

Alaskan gold-seekers by dogsled. So the dogs had to be shod, too. Gosselin made hand-sewn, doll-like black boots for them, in proper size and shape. Today the three Gosselin brothers still make dog moccasins on special order — some 21 sets of shoes per dogsled team.

Though genuine snow moccasins are the keynote of this business, camp slippers, house slippers and children's shoes, mostly moccasin type and known by the appropriate trade name of Goslings, comprise a large share of today's business. The three brothers are the sole owners and shoemakers in this bustling little business.

All their shoes are made by hand, as they have been since the business began 75 years ago. "On these shoes," says David, "machinery doesn't do the work as well as an experienced hand. There is a certain distinctive character about a hand-sewn shoe—and character, rather than mass production, is what we want." The three brothers can turn out an average of 18 pairs a day, and their annual output is around 4,500 pairs. They use elk leathers and buckskin noose hide.

The children's shoes are priced from \$2.50 to \$7; the men's from \$6 to \$8.50; the women's from \$6 to \$7.50.

Shoe sizes run from infants' zero to men's Alaskan moccasin size 18. Styles vary from acrobatic shoes to snow pacs. The Gosselins are very emphatic about the fact that a genuine moccasin is a high laced boot into which can be packed warm wool

(Concluded on Page 31)



Trademark for the Gosling shoe, designed by David.



A youthful customer inquires into the fit of his first step shoes.

SPRUCE EXTRACT

An analysis and prediction made 30 years ago proves true

By Frederic L. Hilbert

The excerpt that immediately follows was written by the author, during the month of January 1920, in response to a request for his opinion regarding the value of spruce extract, and its general uses in the tanning industry. Its value and interest lies in the fact that this was written over thirty years ago, and that many of the predictions regarding spruce extracts have been fullifilled.

Many Accomplishments

"Based on fifteen years (1906-1921) experience with spruce extract the author has found it to be one of the most interesting tanning materials. It is interesting not merely because it is, comparatively speaking, a new acquisition to the list of important tanning materials, or that it fills any one particular requirement, but because, in virtue of its great value, it has made a place for itself in practically every branch of the leather industry.

"Spruce extract was introduced to the tanning industry without any pretense that it would do anything astonishing or hitherto considered impossible. It attracted immediate attention because of its low price, but today it is not necesary to bring a buyer's attention to the price. One simply has to point out what spruce is accomplishing in the leather industry.

"Even from the older tanning materials, like hemlock and oak, there are many tanners who expect too much. At the start, there were many tanners who had the idea that spruce was to be used just as recklessly and unreservedly. The highest type of tanning material will not always make saleable leather—'there's many as slip twixt the cup and the lip'. It has taken many years for the tanning industry to learn what it knows today about the use of hemlock and oak extracts. Most of this was learned when hides were cheap, and an occasional slip-up could be withstood without any great inconvenience. Quite to the contrary, spruce is making its place secure in the tanning industry when hides, labor, and everything else are high in price, and a false step on the part of the tanner would mean a very serious financial loss.

"Spruce is still being used for the same purpose as when it was first introduced to the leather industry, and in addition it is now used for many purposes which were unthought of at that time.

Spruce Versatile

"Whether hides are to be tanned into leather for sole or upper purposes they are usually processed from start to finish with that special object in view. In general, tanners devote one particular plant to one particular type of leather. However, there is one tannery producing leather along different lines in which spruce extract plays a very important part. The entire output of this tannery is handled in the same manner during the tanning process, yet when the leather is properly finished it yields the highest type of bag, case, and strap, harness, sole, and upper leather. One might say, here is leather all from the same pit, some sold by the foot,

and some sold by the pound. Of course, this might be considered to be an unusual achievement. At any rate, it shows the versatility of spruce. Of course, in order to produce results, such as those just described, spruce extract must be used intelligently. Furthermore, such results should dispel the prejudice against spruce because of its low price—as if a material must be expensive to be good.

Practically Indispensable

"The principal purpose of these remarks concerning spruce extract is to bring out the fact that it is more than a bleaching agent or weight giving filler. It imparts to leather a tougher and more attractive grain; it increases its tensile strength; and otherwise improves it. Another valuable feature of spruce is that leather treated with it, at some stage of the tanning process, will be found to give better and more even colors with aniline dyes.

"So far as vegetable tanned leathers are concerned, it may be stated that in time spruce extract will become practically indispensable. However, it is not alone with bark or vegetable tannages that we must associate spruce. It is used extensively in the chrome tanning industry as a vegetable retanning agent, and is giving results that compare favorably with those that tanners had gotten themselves into the habit of believing could be obtained only by the use of gambier, fustic, or quebracho. On much of the chrome vegetable retanned leather produced for the uppers of U. S. Army shoes-and this particular type of leather was acclaimed to be

(Concluded on Page 32)



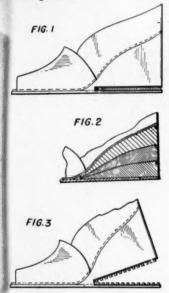
Danning Materials

New Ideas In Shoe Construction

Ways to achieve quality and economy in making footwear

CONVERTIBLE WEDGE HEEL

The intriguing concept of a convertible wedge heel appears in Figure 1. All that one views here is the zipper arrangement uniting a covering over the heel to the outsole. This covering actually is neither cloth nor leather but an elastic material so constructed as to stretch the maximum required by a high wedge and yet contract to hold tautly the lowest of wedge heels.



In Figure 2 one may view the maximum height attained in the heel of Figure 1 through the build-up of three separate insertions so designed to multiply into the ultimate height.

The next step consists in visualizing one or two of these layers removed in order to make for a lower heel. Figure 3 gives some idea of how the opened zipper, resembling an opened alligator jaw, is ready to be zipper-closed.

To assure of non-slipping back or distorting of the wedge layers, the top back of each layer is step cut, as shown in Figure 2, so that any backwards strain is restrained by the lower wedge.

All this, in conjunction with a flexible outsole, makes for a convertible shoe readily adapted for dress or

Inventor: C. A. Cramer, New York City; Pat. No. 2,509,423.

"SPRUNG-LASTED" SHOE

Figure 1 marks the initial stage in a simplified shoe construction comprising a molded back part and a "sprung-lasted" forepart. Though the word "sprung-lasted" may seem vague, it is actually so, resembling the method used by Spack in his process of lasting.

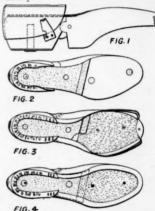
This illustration shows a premolded counter, upper, lining and insole, all prefabricated for positioning on the last. Note how the later-to-be lasted-over part of the counter is left upstanding. Note the gauge on the side of the last that aids in spotting this prefabricated assembly exactly. Note also the reduction of the cone on the last.

Figure 2 illustrates a conventional lasting over of the back top of the counter. It illustrates the areas on the insole by which it may be tacked to the last beneath. These circle markings on the insole are so spotted to appear directly over a cut-out part of the metal covering the last bot-

Figure 3 shows how the two-part insole is fitted to the last bottom. The middle ends of both sections of the insole are so skived as to overlay to make one thickness when laid on the last bottom. Figure 1 shows how the bevel is pitched.

But Figure 3 illustrates how the forepart has been attached to both the counter end and at the toe. In the former, the bonding agent is staples, and in the latter, a tack holds the drafted or lasted-up upper forepart in alignment. This is actually a pulling operation sustained at the back end by the staples while the upper is sprung up over the toe of the last.

Though no mention is made of the Spack technique in lasting this forepart, it is obvious that such technique has to appear in some way. Whereas the Spack method depends on a spring sustained by a pin upright in the bottom of the heel end of the last, this method is already a step ahead by depending on a part of the actual shoe construction, the forepart stapled to the counter assembly.



This idea of so pulling over an upper to secure tautness in the leather was also used in the Blake method of lasting. The method of lasting is common to many processes.

The important part of this process is well illustrated in Figure 4 wherein the entire construction is shown completed. Obviously, there has been little or no need to side last. Equally obvious is the use of cement in the entire lasting operation.

How the lap of the two insole sections is secured together is not made clear. The dotted lines indicate that perhaps a stitching machine has been used. However, it is quite likely that cement here has been the bonding agent. The latter seems much more acceptable in order to eliminate the appearance of stitching on the inner side of the insole.

Inventor: V. L. Kneeland, Man-

chester, N. H.; Pat. No. 2,521,981.

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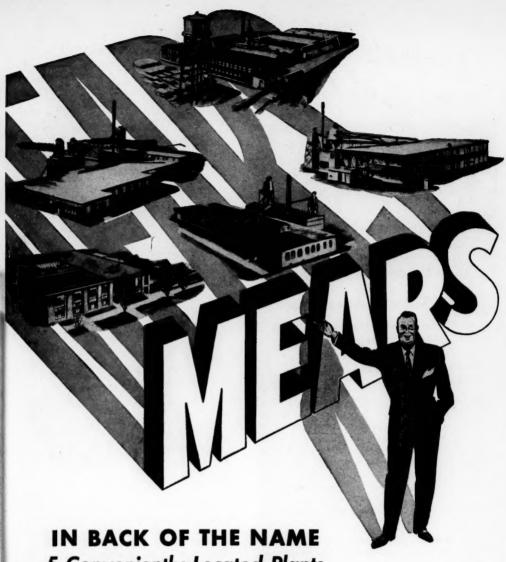
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Outstanding industry contradiction of past few weeks has been general firmness of hide prices despite weakening of prices on most leathers and not a few shoe lines. Calfskin prices have plummeted, steadied again, and softened, but better-grade light native cowhides have held to 36c ceiling. Generally, weakness or strength in one market affects all others—but these are unusual times and tightened hide supply under Government allocations has kept prices steady.

Now hide market is beginning to feel pressure. Lagging retail shoe sales and dull leather market are taking inevitable effect upon hide prices. First sign is sales of poorer-grade cattle hides at 10% under ceiling prices—sales made last three weeks by small packers. Unsteady calfskin market pointing the way to adjustment of kip prices. Now tanners are not buying much of any raw-stock. Result is bound to be decline in hide prices.

Tanners now looking to Aug. for pickup in leather salea—not because Aug. is the pickup month (July after vacations generally signals return of business) but only because Aug. is another month and most vacations will be over by then. Outlook not too bright, however. It will take substantial retail shoe sales to provide buying spark throughout shoe industry . . . and likelihood is that consumer buying will not revive until after Labor Day. Summer of 1951 will be long remembered as one of dullest, saleswise, ever experienced by leather and shoe industry.

Fact that "less than 10% of shoe manufacturers have cost systems" cited by OPS Director DiSalle to Congress last week as one of several reasons why Congress should not pass complicated "guaranteed profit" amendment to Defense Production Act. DiSalle told Chairman Spence of House Banking Committee that proposed amendment might destroy entire price control system because it would guarantee every manufacturer and processor his costs plus profit on every item sold—especially those who use cost system in great detail.

Many industries, including hide and leather and shoe industry, cannot break down costs to minute details, make sure of profit on each step of manufacturing and selling by-products. Disalle cited example of cattle slaughter producing by-products ranging from beef to hides, glue, fertilizer, and many others. As Disalle put it, "if it were ever possible to allocate the costs—and account-

ants could argue indefinitely how—it would be found that a great many of them were produced at a loss in any period, no matter how profitable the packer's operations might be."

Despite current production slowdown, Labor Department's Defense Manpower Administration urging employers avoid future headaches by surveying manpower situation—both for present and future. Administration anticipates generally tightening manpower situation with increasingly serious spot shortages by late fall.

Every manufacturer now urged to make manpower inventory, figure how many workers will be lost to Armed Forces, rate of turnover, number of workers he can depend upon to remain, and those qualified for promotion. Balance this against working force needed under full production goal. Then visit local United States Employment Service offices to find what manpower is available.

Despite most recent 10-15% decline in Argentine hide prices, trade sources there see market holding to present levels at least. Argentina still a "tight little island," they reason, and Peron Government will not allow either hides or leather to be sold at very low prices. If necessary, Government will again store away large number of hides, keep them off market until it can be sure of good price. Argentine officials say they are only too willing to sell nation's products at pre-war prices provided they receive everything at pre-war prices in exchange.

Another indication of Argentine market situation is fact that despite reduced sales, tanners still hold close to previous lists, refuse to make significant reductions. Only pickled splits, not a large item there, have dropped to same extent as hides. Also, hide supply due to tighten up due to last year's drought. Government has already cut meat exports by 50%—and price is not factor here. So don't look for continued price cuts on Argentine hide market.

Shoe manufacturers who took advantage of Amendment 1 to GOR 13 and are now under two pricing orders may be forced into some price cuts despite Congressional ban on rollbacks, says OPS. Amendment 1, issued past week, allows manufacturers to price lines under GCPR or CPR 41, depending upon which order line was priced under prior to July 1.

NPA SHELVES HIDE SUBSIDIES PLAN

THUMBS DOWN ON GOVERNMENT BUYING

Trade Protests Quash Plan Temporarily

The much-debated question of whether the Government should take over purchases of foreign hides was shelved this week by officials of the National Production Authority after a meeting in Washington with NPA's new Hides and Skins Export and Import Advisory Committee.

Practically all nine committee members present—there are 11 in all—turned thumbs down on the proposal for Government hide subsidies. So did NPA. The latter, however, reserved the right to reopen the question when the situation calls for it.

tion when the situation calls for it.

The entire affair was apparently a trial balloon sent up by the Government a few months back but now punctured by Korean peace talks and other factors. Predominating among the latter was weakening world hide and skin prices and the fact that 1951 hide and skin imports to date have generally exceeded last year.

The committee managed to extract a promise from NPA to consult the hide industry in advance if subsidies should suddenly assume vital importance. For the time being, however, the issue has been discarded.

In its official release to the public, NPA cited the following as its "excuse" for calling the meeting that created such a furore in the hide industry: "NPA explained to the Industry Advisory Committee that several months ago the shoe manufacturers, and the Leather Advisory Committee, along with NPA, recommended government purchase of foreign hides and skins. At that time, foreign prices were above domestic price ceilings, lessening industry's accentive to import. This created concern as to the industry's ability to meet our leather needs.

Then the government announcement went on to add: "Now, however, prices on some types of hides and skins in foreign markets are lower than domestic price ceilings."

When a representative of LEATHER AND SHOES asked an NPA source to cite the two sets of foreign prices, the reply was that NPA is not particularly concerned with prices, but only with supply and demand.

The Committee members were told by NPA that the United States in "normal" times depends upon foreign sources for about 35 percent of raw materials such as leather, but that in "emergency" times the percentage rises at least five to 10 percent more. This is a newly-formed committee

This is a newly-formed committee which had nine members present, as follows: John Andresen of John Andresen & Co., Inc., New York City; Isaac Dimond of Dimond Leather Co., Boston; Sidney Westheimer of H. Elkan & Co., Chicago; Samuel Hodges of J. C. Hodges & Co., Boston; Carl A. Weeks of Benjamin Wishner Co., Milwaukee. Alfred Jacobshagen of Alfred Jacobshagen Co., Chicago; Ed Beattie of Lenape Trading Co., Inc., New York City; Edgar Baker of Sands & Leckie of Boston, and Charles A. Weil of Edmond Weil, Inc., of New York City.

The two members who were unable to attend were: Paul Bissinger, vice president of P. Bissinger, Los Angeles, and Samuel Kline, president of Klein & Co., Inc., New York City.

First mention of the off-shore buying idea cropped up last Jan. when the Shoe Manufacturers Advisory Committee was said by NPA on Jan. 18 to have recommended government purchase of foreign hides and skins, "to increase the leather supplies that may be needed in the future."

The second official mention was on Mar. 14, when the Leather Advisory Committee was quoted by NPA as recommending the purchase of foreign hides and skins of all types, "to assure supplies of raw materials to fill both military and civilian leather requirements."

On May 10, a second meeting of the Shoe Manufacturers IAC brought forth a NPA release which among other things commented there was a sufficient supply of leathers for shoe production for "the next four months."

Then the statement added: "After this immediate period, the industry may feel the effect of a decreased purchasing rate for imported hides and skins, NPA said, estimating that off-shore hides and skins amount to more than 35 percent of the United States' supply for all leather uses. Foreign prices, now running 20 to 25 percent above domestic price ceilings, lessens the industry's incentive to import."

Even though the matter seems temporarily shelved, the subsidy idea itself still remains under constant study. The Truman Administration is under steady pressure from foreign allies for this kind of dollar aid.

SHOE OUTPUT OFF 1.2% FOR 7 MONTHS

Council Reports Unit Sales Decline

Civilian shoe production of all types to date has been less than in 1950, the Tanners' Council pointed out this week. Only men's shoe output has been higher than a year ago and this increase is accounted for by military orders.

The Council estimated shoe production in the first half 1951 totaled 244,248,000 pairs, a decline of 0.1 percent from the 244,471,000 pairs produced in the same period of 1950. A preliminary estimate of 32,700,000 pairs for July brings the first seven months' total output to 276,448,000 pairs or 1.2 percent less than in the same period a year ago.

Excluding men's shoes, shoe production of all types in the first half 1951 is estimated at 186,233,000 pairs, a decline of four percent from the 194,084,000 pairs in the same period last year.

Although no precise measure of unit retail shoe sales is available, dollar retail figures for the first half indicate a decline in pairage sales from the first half of 1950. The Council says this decline could "closely approximate" the four percent decline indicated for civilian output.

"Consumer pairage demand, in contrast with actual sales, should have been at least equal to the level of a year ago," the Council adds. "The increase in U. S. population from a year ago, estimated at roughly one and a half million, probably about offset the loss of civilian consumers resulting from inductions into the armed services."

Failure of retail pairage to meet last year's per capita sales may be due to increases in the cost of living and "over-buying of consumer hard goods." However, the fact remains that consumers did not buy as many pairs of shoes in the first half year as might have been expected.

"The situation calls for the exercise of the utmost skill and energy in the merchandising and promotion of shoes by all segments of the trade," the Council states. "Timely placing of commitments, the broadest possible range of offerings and ingenuity in promotion are needed.

FLOOD HIDE DAMAGE SEEN AT \$2 MILLION

Packers Expect To Salvage Many Hides

Flood damage to hides stored in the Kansas City area, first estimated by local packers in the neighborhood of \$25 million, has now been revised sharply downward to approximately \$2 million worth of hides destroyed.

Leading packers such as Armour & Co., Cudahy Packing Co., and others reported extensive damage to stocks of hides stored in their Kansas City plants. In some cases, the hides were completely inundated by the raging waters.

Spokesmen for Wilson & Co. and Swift & Co.'s local plants said their firms had fared much better since they had sold most of their hides and had few on hand. Wilson has been selling "green hides" right from the animal.

Early estimates of \$25 million hide damage were branded as highly unlikely by trade observers who pointed out that a total of 1,500,000 hides or one-twelfth of total U. S. output would have to be destroyed to reach this total. Few believed that this many hides were stored in the Kansas City area.

Another factor in revision of early estimates was the widespread feeling that many flooded hides could be salvaged. The hides are protected to some extent by salt storage. Also, those on the inside of packs were less likely to have suffered irreparable damage.

Trade sources believed entire damage would average out to about 120,000 hides or approximately \$2 million worth. Few packers were estimated to have any more than a 30-day supply of hides on hand.

The damage was not expected to have an immediate effect on the hide market. It may serve to tighten supplies somewhat but not enough to set any trend. At the same time, shipments of cattle to Chicago markets were being delayed by flood waters and this delay might be felt on later slaughter figures.

Mexico Cuts Export Taxes On Shoes

The Mexican Government has reduced export taxes on many of the country's leading products, including shoes, leather goods, and cotton and wool textiles.

The action is regarded as a stimulant to export of Mexican goods, many of which are wanted in the U. S. and Central and South America.

The presidential tax decree in Diario Official reduced taxes from 50-83 percent of the 15 percent export tax on all goods, including a 50 percent reduction on shoes and leather goods and 80 percent on wool and cotton textiles. The Government recently granted a \$1,500,000 loan to the central Mexican shoe industry for modernization of factories there. The country now hopes to turn out more quality shoes for export to dollar markets.

Schwartz Named First '210' Regional Chairman

The 210 Associates has announced that the first membership meeting of its New York - New Jersey district group will be held Aug. 9 at the Ballroom Roof of the Hotel McAlpin, New York City. The luncheon will feature installation of Benjamin D. Schwartz, president of Schwartz & Benjamin, Inc., New York, as a Regional Chairman of the "210."

W. W. Stephenson, executive vice president of the National Shoe Manufacturers Association, will be featured speaker at the luncheon session.

Appointment of Schwartz as Regional Chairman was made "to give formal recognition to '210's' regional representation in major U. S. shoe centers," according to Saul L. Katz, president of the organization.

MAY FOOTWEAR PRODUCTION OFF 3%

Production of shoes and slippers during May totaled 37,392,000 pairs, three percent below May, 1950, and April, 1951, when output was 38,-485,000 and 38,732,000 pairs respectively, the Census Bureau reports.

Women's shoes, sandals and playshoes, which accounted for almost the entire decline in May, dropped 11 percent from 17,316,000 pairs in April, 1951, and 10 per cent from May, 1950, output of 17,105,000 pairs.

Men's shoe output, due largely to military orders, rose four percent from 9,304,000 pairs in April, 1950, and fully 17 percent from 8,287,000 pairs to a total of 9,703,000 pairs in May, 1951.

Production of slippers for housewear totaled 3,391,000 pairs, nine percent below the 3,708,000 pairs produced in May last year and three percent below the 3,478,000 pairs turned out in April, 1951.

Shipments in May totaled 35 million pairs valued at \$149 million, an average value per pair of \$4.21. Average value per pair in April was \$4.18 while in May, 1950, it was \$3.34.

LAUNCH LAMINATED SHOE LAST RESEARCH

Study Seeks To Develop Improved Last

A new research project aimed at developing an improved laminated shoe last has been launched at the State University of New York, College of Forestry, Syracuse, N. Y. Contract for the study has been awarded the college by the Office of the Quartermaster General, according to Dr. Edwin C. Jahn, director of research at the college.

Researchers are investigating qualities of various types of lumber and adhesives while examining testing techniques, construction of shoe lasts and fabrication methods.

"Use of bonded wood in shoe lasts is expected to eliminate the long seasoning process now required in last making," Dr. Jahn explained. A seasoning period of nine months to one year is needed in present methods, he pointed out, while wood for bonded lasts can be kiln-dried in two to three weeks.

Jahn added that laminating lasts should eliminate waste and make it possible to utilize better the nation's wood resources. Laminated lasts made experimentally at the college use less wood than billets now used.

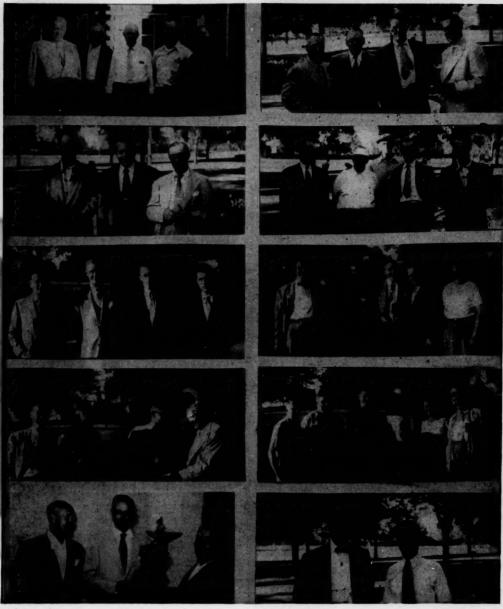
The project is being administered by Dr. Jahn, and by James E. Connor and George Merritt, representing the research and development branch of the Quartermaster General's Office. Norvelle G. Hundley, Charleston, W. Va., has been appointed to the college's research staff to work on the shoe last project.

The study is being conducted in the College's completely equipped woodworking and electronic gluing laboratories. Hundley is working under the supervision of Prof. Alfred H. Bishop, in charge of courses on adhesives and lamination at the College, and in cooperation with John Yavorsky, research assistant who is making special studies of electronic gluing of wood.

Report General Shoe Buys Johnston & Murphy

Trade reports that General Shoe Corp., Nashville, Tenn., is negotiating the purchase of Johnston & Murphy, Newark, N. J., manufacturer of high grade men's dress shoes, were neither confirmed nor denied this week by W. Maxey Jarman, chairman of the board of General Shoe Corp.

AT CHICAGO HIDE GROUP'S ANNUAL OUTING



Top row: (left) l. to r., Ed Aulson, Howard Willis, Art Carlson, Sr. and Jr., and Elmer Frodin. (Right) l. to r., C. J. Carey, Herb Tetzlaff, Bill Keirnan and Murray Jordan. Second Row: (left) l. to r., Bob Reynolds, Tom Keirnan and Pete Coolsen. (Right) l. to r., S. F. Eagan, Bill Morgan, Norman Hansen, Jack Buckeley and Bob Reynolds. Midle Row: (left) l. to r., Ed Wenzel, E. W. Camp, E. J. Sindt and Les Armstrong. (Right) l. to r., Jack Weiller, Roy

Leck, Nick Beucher, Ed Kirkman, Ed Green and John Lindquist. Fourth Row: (left) l. to r., Howard Simmons, Earl Dahm, Bill Tefft and E. F. Heiser. (Right) l. to r., Al Vogel, Rudy Lange, Jack Miller, Art Carlson, Ir., Bud Huch and Carl Vogel. Bottom Row: (left) l. to r., Don Elliott (who shot 2nd low gross among guests), Norm Hansen (Cup winner for 2nd low gross, members) and Bill Borgan (Sergeant of Arms). (Right) l. to r., Wm. C. Wolfebarger, Director of Assn., Ed May, Pres. of Assn.

CHICAGO HIDE GROUP HOLDS ANNUAL OUTING

Close to 150 golfers were present at the annual tournament and outing held Thursday, July 19, by the Hide and Leather Association of Chicago. In addition to the golfers, the outing at Rolling Green Country Club in Arlington Heights, Ill., attracted about 150 members and guests to the luncheon and nearly 200 to the evening banquet.

Tournament winners were Norm Hanson with a 77, Earl Pierce with a 78, Sox Howell with a 73 and Don Elliott with a 74. The latter two are non-members of the Association.

Calcutta winners were C. Stanley Howell and Pete Gebhardt, each tied for first place with a net 72. N. G. Galbraight was winner of a raffle on a set of woods offered by the Club's pro shop.

Ornsteen Wins Low Gross At "210" Golf

Mel Ornsteen of Ornsteen Shoe Co., Inc., Haverhill, Mass., was low gross winner at the 11th annual golf tournament of The 210 Associates held July 18 at Kernwood Country Club, Salem, Mass. Ornsteen's score was 72-67 to lead the field of 192 members and guests from the leather, shoe and allied trades present.

Gold cup for the low net winner 15 handicap or under went to Paul Kleven of Klev-Bros. Shoe Mfg. Co., for his score of 78-63. Herbert Amdorsky of Gold Seal Rubber Co. won the Abraham Shapiro Memorial trophy for low net winner in the 16-30 handicap class with an 81-57.

Woody Foss of Bixby Box Toe Co., Inc., with a 73-68 was second gross winner in the 1-15 handicap. William Freeman of O'Donnell Shoe Co. won second net with 79-65 and David Bernstein of Panther-Panco Rubber Co. was third net with 75-65. Tim Devlin of Beadenkopf Leather Co. won first gross in the 16-30 handicap with 81-64 and Alden Aronson of Webster Shoe Co. was second with 82-64.

Saul Palais of C. L. Hauthaway & Sons was second net in this group with 78-62 and Sydney Segal of Service Wood Heel Co. was third net with 81-64.

John Cooney of Cooney Weiss Co. with a 69 was first in the Shawnee Tournament, while Harold Gould of Hartman Shoe Co. had a 71 and Irwin Katz of Hubbard Shoe Co. a 72. Altogether, some 45 additional prizes were awarded in the Shawnee Tournament.

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MILITARY BIDS AND AWARDS

Navy Shoes

Aug. 6, 1951—Navy Invitation No. 9242 covering bids on 60,000 pairs of general purpose, high black leather shoes. Opening at 10:00 a.m. in New York with delivery at 37,218 pairs to Mechanicsburg, Pa., and 22,782 pairs to Clearfield, Utah.

ENDICOTT-JOHNSON LOW ON ARMY OXFORDS

Endicott-Johnson Corp., Endicott, N. Y., was low bidder this week at opening of Army Invitation QM-30-280-51-1424 calling for a total of 770,016 pairs of tan low quarter shoes. Endicott offered to make 385,008 pairs at \$4.66 per pair or 577,512 pairs at \$4.89 or the total quantity at \$4.99, all at Government delivery schedule of 250,008 pairs in Oct., 260,004 pairs each in Nov. and Dec.

At week's end, it was unofficially reported that Endicott has been awarded contract to make the entire

pairage.

Following are lowest bids: A. Freedman & Sons, Inc., New

A. Freedman & Sons, Inc., New Bedford, Mass.; 30,000 prs. \$6; del. 10,000 each Oct. through Dec.; 60 days acceptance, 1/10 of 1% in ten days. Note: Wire amending price to \$5.75 per pair was received ten minutes after official opening time and is subject to official ruling.

Framingham Shoe Co., Framingham, Mass.; 45,000 prs. \$5.85; del. 15,000 prs. each Oct. through Dec.; 20 days acceptance, 1/10 of 1% in

20 days.

General Shoe Corp., Nashville, Tenn.; 200,000 prs. \$5.64; 200,000 prs. \$5.74; Gov. Del. 10 days acceptance, 1/10 of 1% in ten days. Knapp Bros. Shoe Co., Brockton,

Knapp Bros. Shoe Co., Brockton, Mass.; 60,000 prs. \$5.89; Gov. Del.; 20 days acceptance, net.

Howard & Foster Co., Brockton, Mass.; 50,000 prs. \$5.175; Gov. Del.; 30 days acceptance, net.

Brown Shoe Co., Inc.; St. Louis, Mo.; 200,000 prs. \$5.73; 200,000 prs. \$5.79; OR 400,000 prs. \$5.75; Gov. Del.; 30 days acceptance, net.

Freeman Shoe Corp., Beloit, Wis.; 100,000 prs. \$5.725; 100,000 prs. \$5.825; 100,000 prs. \$5.885; or 300,000 prs. \$5.81; Gov. Del.; 60 days acceptance, net.

Doyle Shoe Co., Brockton, Mass.; 10,000 prs. \$5.475, 8,000 prs. \$5.5725; Gov. Del.; 30 days acceptance, 1/10 of 1% in 30 days.

Curtis Shoe Co., Inc., Marlboro, Mass.; 100,000 prs. \$5.7261; Gov. Del.; 60 days acceptance, net.

M. T. Shaw, Inc., Coldwater, Mich.; 30,000 prs. \$5.74; Gov. Del.; ten days acceptance net

ten days acceptance, net.

Sportwelt Shoe Co., Inc., No. Easton, Mass.; 75,000 prs. \$5.87; del. 25,000 prs. each Oct. through Dec.; 20 days acceptance, 1/10 of 1% in ten days.

International Shoe Co., Inc., St. Louis, Mo.; 180,000 prs. \$5.78; 220,000 prs. \$5.98; Gov. Del. 20 days acceptance, net.

J. F. McElwain Co., Nashua, N. H.; 360,000 prs. \$5.44; Gov. Del.; 30 days acceptance, net.

Bedford Shoe Co., Carlisle, Pa.; 45,310 prs. \$5.81; Gov. Del.; 20 days acceptance, net.

Endicott-Johnson Corp., Endicott,

N. Y.; 385,008 prs. \$4.66; or 577,512 prs. \$4.89; or total quantity \$4.99; Gov. Del.; ten days acceptance, net.

J. Landis Shoe Co., Palmyra, Pa.; 37,800 prs. \$5.76; Gov. Del.; 20 days acceptance, net.

John Addison Footwear (Division of D. & M. Leather Co.) Marlboro, Mass.; 30,000 prs. \$5.45; 30,000 prs. \$5.65; Gov. Del.; 60 days acceptance, 1/10 of 1% in ten days.

Perry-Norvell Co., Huntington, W. Va.; 105,000 prs. \$5.87; Gov. Del.; 20 days acceptance, net.

Endicott-Johnson Bids Low On Shoepac Order

Endicott-Johnson Corp., Endicott, N. Y., was low bidder this week at opening of Army Invitation QM-30-280-51-1412 calling for 150,000 pairs of shoepacs. The company offered to supply the entire quantity at \$7.345 per pair. Following are bidders, quantities and prices:

Tyer Rubber Co., Andover, Mass.; 90,000 prs. \$10.70; delivery 30,000 monthly Oct. through Dec. 60 days acceptance, net.

Hood Rubber Co., Watertown, Mass.; 42,000 prs. \$9.92; Gov. Del.; 60 days acceptance, net.

United States Rubber Co., Naugatuck, Conn.; total quantity \$9.37; Gov. Del.; 60 days acceptance, net.

Gov. Del.; 60 days acceptance, net. Goodyear Rubber Co., Middletown, Conn.; 90,000 prs. \$7.91; Gov. Del.; 60 days acceptance, net.

Bristol Manufacturing Co., Bristol, R. I.; 80,000 prs. \$8.76; will accept total quantity at same price if allowed later delivery; 60 days acceptance, net.

Endicott-Johnson Shoe Corp., Endicott, N. Y.; total quantity \$7.345; Gov. Del.; 60 days acceptance, net.

Converse Rubber Corp., Malden, Mass.; 30,000 prs. \$10.05; 60 days acceptance, 1/10 of 1% in 20 days; Gov. Del.

Rubber Corporation of California, Garden Grove, Cal.; 50,000 prs. each at \$8.91; \$9.09; \$9.18; Gov. Del.; 60 days acceptance, net.

HYDRODITE

Leather Finishes

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AWARD SERVICE SHOES

The New York Quartermaster Procurement Agency has announced award of contracts on QM-30-280-51-1405 covering russet service shoes with composition soles to Brown Shoe Co. and Craddock-Terry Shoe Corp.

The invitation called for a total of 216,012 pairs of service shoes. Pairage on the contracts was not revealed although Brown bid \$6.99 per pair on total pairage while Craddock-Terry bid \$7.05 per pair on 40,000 pairs and \$7.25 on an additional 40,000 pairs.

Three Firms Win Contracts On Gloves

Contracts on Invitation 51-1838 covering 128,000 pairs of barbed wire gauntlets have been awarded by the Chicago Quartermaster Depot. Awards went to Racine Glove Co., Rio, Wis.; Cherveney Glove & Tanning Co., Portland, Ore.; and Illinois Glove Co., Champaign, Ill. Prices and pairage awarded were not announced.

The Quartermaster has also awarded an undisclosed number of mittens, shell, trigger finger, M-51, large and medium sizes, to Scholl Mfg. Co., Chicago, Ill.

ELEVEN HANDBAG BIDS

Eleven firms bid on Navy Invitation No. 9229 calling for 12, 144 women's white handbags. Welgrume Bag, Inc., New York, was low bidder, offering to supply the entire quantity at \$2:15 ea.

York Handbags, Inc., New York, bid \$2.18 ea. on entire quantity. Handi-Bags, Inc., New York, bid \$2.31 ea. on entire quantity. Aready Bag, Co., East Mauch Chunk, Pa., \$2.39.

Deaths

James F. Marshall

. . . shoe manufacturer, died July 21 at his home near Auburn, N. Y., after a long illness. A veteran shoe executive, he was president of Marshall, Meadows & Stewart, Inc., Auburn shoe manufacturer, having been one of the founders of the firm in 1926. A native of North Adams, Mass., he first began his career with Thomas G. Plant Co. in Boston, where he was a designer and pattern maker for several years. In 1916 he joined Dunn & McCarthy in Auburn and took charge of lasts and patterns. Marshall was generally regarded as one of the outstanding authorities on shoe lasts and patterns for women's shoes. He had lived in Auburn for the past 30 years. Surviving are his wife, Harriett: a son, James H.: a daughter, Mrs. Joseph Cairnes; two sisters, and several nieces and nephews.

J. Frank Nichols

... 77, retired cut sole manufacturer, died July 17 at his home in Haverhill, Mass. Nichols first became associated with the cut sole trade while working for his uncle, Monroe Nichols of Green & Nichols Co. When the business was taken over by E. F. Hatch, Nichols became a salesman for the new firm. Later he organized his own cut sole firm with Milton Gilpin under the name Nichols & Gilpin. He leaves his wife, Jennie; a son, Dr. Howard G. Nichols; a daughter, Miss Helen L., and two grandsons.

Richard J. Jewett

... 61, shoe pattern manufacturer, died July 18 at Brockton Hospital, Brockton, Mass. He had been operator of Jewett Pattern Co., Brockton, since 1928. A native of Brockton, he was manager of Dunbar Pattern Co. for many years before opening his own business. Jewett was a veteran of World War I and was awarded the Silver Star for gallantry in action overseas. He leaves his wife, Margaret E.; and two sisters, Mrs. Gertrude Swenson and Mrs. Annie Burgess.

E. S. Pettigrew

. . . retired shoe manufacturer, died July 14 in Daytona Beach, Fla., after a long illness. Until his retirement more than 30 years ago, he had been part owner of H. C. Godman Shoe Co., Columbus, O. He was active in organizational affairs. Survivors include two sons, Walter H. and Oliver

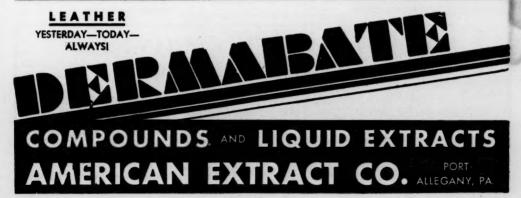
August Lossman

. . . 64, shoe designer, died July 16 in Ripon (Wis.) Municipal Hospital of injuries received when his car crashed into a dirt embankment at Marquette, Wis., a few days earlier. A native of Milwaukee, Lossman conducted his own shoe designing business at his home. Previously, he was associated with Conaway Winter Shoe Pattern Co. and Dunbar Pattern Co. in Milwaukee. He leaves his wife, Barbara; a daughter, Dorothy; four brothers and three sisters.

Thomas F. Waldron

... 94, retired cut sole manufacturer, died recently in Haverhill, Mass., after a long illness. Well known throughout the New England tanning and shoe industry, he was owner of T. F. Waldron Co., Haverhill manufacturer of cut soles and leather counters for nearly 50 years. He leaves a son, Clement, now a partner with Dole & Waldron Shoe Co., Farmington, N. H.; a daughter, Mrs. Clyde Chapman, and two grandchildren.

(Other Deaths On Page 34)



"SIT AND WAIT" STILL

RULES LEATHER MARKETS

Tanners, Shoe Manufacturers Appear Content To Let Things Run Course

Price cuts along line do little to stimulate sales so tanners pull in horns. Military leathers go begging as contracts go to large manufacturers who make own leather.

Sole Silent

Nothing doing in Boston sole leather market. No interest from buy-



ers despite willingness of some sole tanners to talk business. Most of the furore created by opening of large Army and Navy bids has died since better contracts were awarded to larger manufacturers who cut own soles, tan much of their leather.

Most of big sole leather tanners who know markets are not particularly worried. They feel sure business must soon pick up again, perhaps within next 30 days. Time element uncertain but tanners can wait since inventories are not excessive.

Heavy leathers laggiest with few sales above 80c. Not enough sales to make any kind of market. Medium bends slightly more active in middle 90's. Light bends, always in short supply, find their usual ready market but prices are nearer \$1.00 than the \$1.10 quoted in past months.

Sole leather tanners in Philadelphia say business continues bad. Repair leather completely dead. Factory leathers hardly moving—some sales in the light weights, but that is all. Tanners claim they are not in a position to quote prices—they say that the situation is such that they don't know what to quote.

Sole Offal Same

Boston sole leather offal tanners and dealers say market still slumbers. Prices still somewhat soft although near enough to recent levels. Tanners are willing to make a few concessions here and there to keep stocks moving but buyers just not interested. Evident by now that tanners cannot go out and set market but must sit back, waiting for buying to pick up as it must. Only question is —when?

Both steer and cow bellies continue slow with sales of former not much above 60c although quoted up to 63c. Latter even easier; listed at 55-58c with emphasis on lower range when sales are made. Not much doing in single shoulders. Lights with heads on still priced in middle to upper 80's. Best interest at lower levels. Double rough shoulders still a beacon; hold fairly steady at 97c for heavies. Heads and shanks spotty.

Calf Slack

Hopes of Boston calf leather tanners that pickup of last two weeks would continue somewhat dashed this week. The temporary, at least stabilizing of raw skins market has had little effect to date. Buyers who showed interest and sampled, even bought some leather last week, are now conspicuously absent again.

What interest remains is evident mainly in women's weight smooth calf. Sizable price cuts of last two weeks—up to 20c per foot on some selections—have drawn many manufacturers back to calf. One reason for this is fact kips have not kept pace pricewise, are not yet competitively priced. However, most volume sales are concentrated at 30-75c and down grades; better grades still go begging as buyers appear waiting for market to go even lower. No indication of further price drops but manufacturers apparently want to be sure.

Men's weight calf still almost a drug on market. There is better interest noted, however, particularly from manufacturers who previously deserted calf for kip. Tanners feel this market will show good pickup when buyers are convinced prices have reached lowest levels. Right now, men's weight calf is listed at 10c or more below former levels but no sales to report.

Calf suede almost out of market with better priced kid drawing what buying interest there is.

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WELTING of all kinds Curried & Finished Vegetable Tanned SHOULDERS — BACKS — BENDS

Quality First

Agencies in Principal Centers in the United States and throughout the world

Sheep Slow

Sheep leather tanners in Boston find market unchanged this week. What with supply and sales situation still difficult, there is little to report. Tanners have extreme difficulty in finding good pickled skins at what they consider reasonable price. At the same time, regular customers not buying with any regularity.

Price lists, for most part, at former levels. Top grade specialty russet linings still quoted at 34c but what sales there are made below this. Other naturals priced up to 30c with boot linings in 26-30c range and volume shoe linings moving at 25c. Not much doing in chrome linings with prices below recent 36c top. Colored vegetable linings quiet at 32c and down. Hat sweat only fair.

Sides Quiet

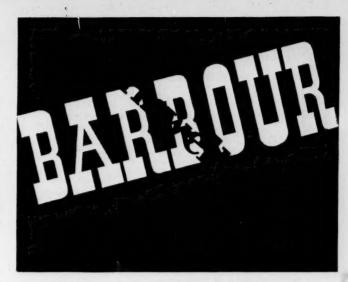
Boston side leather market completely confused this week. Tanners greatly disappointed by outcome of recent military shoe bids—both boots and garrison shoes—which found big shoe manufacturers who make most of own leather gobbling up most pairage. As a result, much army retan stocks go begging and tanners may have to reduce prices to drum up some business. Most offerings in this leather at 70c and down with garrison leather generally priced at 68c.

Other sides priced all over the lot. Recent weakening in calf leathers has prompted buyers to look for same in sides. However, better grade hides have shown no signs of weakening and tanners cannot afford to lower lists much. Most tanners having trouble in working out colors with no trend in buying to go by. One encouraging point is fact that tanners' inventories are not heavy.

Kips still not priced according to buyers' wants. Most lists have them between lower 70's up to 80c. Other lines easier but dull. Reductions still do not interest buyers except when they need leather. Tanners now convinced little buying will be done until manufacturers feel certain market has stabilized.

Splits Same

Boston splits tanners find little new to report. Sales at low ebb for most part. There is continued business in heavy suede splits but lightweights and split lining continue slow. Buyers even try to buy heavy suede splits below recent levels of 40-49c but fair demand serves to





Real White SHEEP

Actually Tanned WHITE—Not Bleached

THOMAS A. O'KEEFE

EST. 1907

LEATHER COMPANY

4 GOODHUE ST.

SALEM. MASS.

Also . . . General Line of SHEEPSKINS for GARMENT TRADES



Sides * Splits

keep prices stable. Light suede splits slower; bring 4-5c below heavies. Linings quiet at 20-30c. Work shoe continues to move fairly well.

Kid Leathers Lag

Kid leather tanners of Philadelphia report business continues very dull. Tanners hopeful Aug. will find increased activity, but as one tanner put it, there is no real reason for setting Aug. as time when the current slump will end—it is just that vacation season will practically be over then and tanners are hopeful that this will cause some activity.

A few orders came in, but in many cases, orders already on the books are being held up for later delivery. Little leather moving, and collections are slow. In suede and glazed, the few orders coming in continue to be in black, with some brown.

Colors just not being sold, even to high style shoe manufacturers who ordinarily feature new shades for the new seasons. Tanners feel that colors shown in new shoes, or discussed in shoe fashion forecasts, are mostly in leathers other than kid.

Slipper leather continues slow. Slipper business did not pick up and even cowboy boot business, which has had a good steady market, has dropped. Linings slow. Nothing at all reported in crushed or satin mats.

All tanners are keeping to their price lists—afraid to lower their lists officially because of the possibility of government action. Sales made at prices that may run a few cents lower, however.

Average Prices

Suede 40c-95c Glazed 40c-\$1.25 Linings 30c-60c Slipper 40c-75c Satin mats 69c-\$1.20 Crushed 45c-80c

Glove Leathers Dull

The slight flurry in glove buying experienced about the first of the month has died down to a whisper. New business hard to find. Buyers looking for a break in prices but it looks as though they are waiting themselves right out of Christmas business. It takes time to make gloves.

Leather markets just as dull as the glove business. Raw skins easier. Substantial quantities offered with very few takers. Backlogs in the county extremely low.

Some call for men's grey suedes. The number one grade brings 42c. Other grades down to 30c depending on quality. Some garment business in high colored suedes but mostly in the second and third grades. No. 2s quoted at 38c and 3s at 30c.

Tanning Materials Slow

Tanning materials quiet this week with very little business transacted. Valonia much easier. Cups quoted at \$67.00 and Beards at \$80.00. Wattle Bark in very scant supply. Tanning Extracts unchanged.

Demand for Tanning Oils continues spotty and on the slow side. Prices firm.

Raw Tanning Materials

Divi Divi, shipment, bags\$108.00
Wattle bark, ton
"Fair Average" \$99.00-\$101.50
"Merchantable" \$95.00-\$ 97.00
Sumac, 28% leaf\$155.00
Ground\$150.00
Myrobalans, J 1s
Crushed \$80.00-\$82.00 J. 2's \$54.00-\$55.00
R. 1s\$61.50-\$63.00
Valonia Cups, 30-32% guaranteed \$66.00-67.00
Valonia Beards
Mangrove Bark, 30% So. Am \$58.00
Mangrove Bark, 38%, East African \$81.50

Tanning Extracts

a mining manaces	
Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.00
Barrels, c.l	4.78
Barrels, l.c.l.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l	10.32
Bags, 1.c.l	11.02
Cutch, solid Borneo, 55% tannin.	
plus duty	.0714
Gambier Extract, 25% tannin,	
bbls	.12
Hemlock extract, 25% tannin, tk. cars.	
f.o.b. works	.0525
Bbis., c.l	.0534
Oak bark extract, 25% tannin, lb.	
bbls. 6%-6%, tks	.0634
Quebracho extract	
Solid, ord., basis 63% tannin, c.l.	
plus duty	1-5/16
Solid. clar., basis 64% tannin, c.l	11
Liquid, basis 35% tannin, bbis	•
Ground extract	
Wattle bark, extract, solid (plus duty)	.10%
Powdered super spruce, bags, c.l.	
.05¼; l.e.l	.0514
Spruce extract, tks., f.o.b. wks	.01 %
Powdered valonia extract, 63% tannin	10%

Tanners' Oils

Castor oil No. 1 C.P. drs. l.c.l	.37
Sulphonated castor oil, 75%	.33%
Cod Oil, Nfld., loose basis	1.50
Cod, sulphonated, pure 25% moisture	.174
Cod, sulphonated, 25% added mineral	.16
Cod, sulphonated, 50% added mineral	.15
Linseed oil tks., c.l. zone 1	
drums, l.c.l	
Neatsfoot, 20° C.T	.43
Neatsfoot, 30° C.T.	.41
Neatsfoot, 40° C.T.	.33
Neatsfoot, prime drums, c.l	.29
1.c.l	.30
Neatsfoot, sulphonated, 75%	.26
Olive, denatured, drs. gal	2.75
Waterless Moellon	.20
Artificial Moellon, 25% moisture	.18
Chamois Moellon	.18
Common degras	.14
Neutral degras	744 25
Sulphonated Tallow, 75%	
Sulphonated Tallow, 50%	.164
Sponging compound	.15
Split oil	
Sulphonated sperm, 25% water	.20
Petroleum Oils, 200 seconds visc., tks.,	
f.o.b	.17
Petroleum Oils, 150 seconds visc., tks.,	
f.o.b	.16
Petroleum Oils, 100 seconds visc., tks.,	
1.0.0.	.14
1.0.0.	

Belting Leathers Off

Belting leather tanners of Philadelphia find sales definitely off. Even shoulders hardly sell—in the little business done, a flat average price of 1.00 was quoted.

Tanners have little stock to sell as they are feeling the result of the period when no hides were moving at all. However, they can hardly sell what they do have; their most recent allotment allowed by the government is only 60% which means there will be little to offer in the future.

Curriers more optimistic than rough leather tanners. They have

found some stirring of interest—there have been inquiries and mail from firms which haven't shown interest in a long time. While actual sales were slow, signs point to some activity in the foreseeable future. Curriers still using their price lists without any changes.

AVERAGE CURRIED BELTING PRICE

CURRENT	IN PHIL	ADELPH	IA
Curried Belting			
Butt bends	1.65-1.70	1.60-1.66	1.55-1.60
12" centers	1.98-2.03	1.85-1.95	1.68-1.85
24"-28" centers	1.90-1.96	1.84-1.88	1.70-1.79
30" centers	1.84-1.92	1.79-1.85	1.73-1.77
Wide sides	1.55-1.62	1.51-1.58	1.44-1.54
Narrow sides	1.45-1.55	1.39-1.51	1.33-1.49
Additional prem 7c; ex. light 14c.	niums ex.	heavy 1	0c; light





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HIDE AND SKIN MARKETS DULL WHILE WAITING NEW ALLOCATIONS

Reduced Slaughter And Mid-West Flood Add To Position Of Standing Pat

Hides Dead

Big Packers — generally sitting tight, not willing to book hides against the August permits. New allocations due for July 30th, to expire on August 10th, the percentages not yet announced. With the supply situation affected by reduced, or lower than expected, slaughter, sales into the kill, and the flood, sellers are not anxious to overcommit themselves, have adopted a position of waiting. Tanners have been looking around, but are showing no tremendous interest for hides other than the very light average weight good quality lots. However, it is felt they will clean up what hides are available from big packers when permits are finally issued.

Packers have not yet been able to tell the extent of the damage in their Kansas City cellars. None of them able to get into the cellars to the extent that they can open the big packs of hides. The general feeling is that the packers will ship flood hides to their own tanning subsidiaries, for which NPA has intentions of issuing special permits. The packers will have to make some adjustments on contracts made prior to the flood.

Small packers—find a rather quiet situation, although some interest has been displayed for good lots. The feeling is there will be a mixed market, some of the so-so selections and lots going at discounts from Table I ceilings. Not enough trading to determine the extent of discounted business, and, with few big packers hides being cuffed against next permits, difficult for buyers to determine what they will or won't get from

the big circuit. If there are few hides coming from big packers, chances are that the interest in small packer hides will be bolstered considerably.

Country hides—generally slow and are talked easy. There is every opportunity, traders say, that country lots, particularly all those that are not choice light average lots, will go for discounts from the 10% less than Table I ceiling, meaning a 10% plus 10% discount proposition in many cases. This figures 5 to 7c less than the maximum levels charged for some locker and butcher hides prior to the easiness in the market. Bids have been at and lower than this level, but nothing has traded against the coming permits.

Skins Quiet

Skins quiet. Calfskins hold to the 65c and 55c levels in the big packer market with interest unpriced and very slim. However, no immediate feeling that the lack of interest indicates a weak market. Difficult to determine position of calf. While this position is baffling most traders, there is little done in small packer and country calfskins. Small packers have been talked around 50c nominal for good allweights, but not based on sales. Country calf nominally priced at 35c.

Kipskins are holding to a nominal market of 50c, overweights 5c less, in the big packer market. Few around but without definite offerings, difficult to say just what available. Small packer kip is figured in a range of 40 to 45c, depending upon quality, for No. 1 skins. Country kip is 25c nominal, although this nominal price

QUOTATIONS

	P	resent	W	ook Age	M	onth Ago	Y	ear Ago
Light native steers		361/2		361/2		361/2		26N
Heavy native steers		33		33		33	235	2-24
Ex. light native steers		39		39		39	-	29
Light native cows	36	-37	36	-37	36	-37	25	-261/2
Heavy native cows		34		34		34	25	-251/2
Native bulls		24		24		24	155	4-161/4
Heavy Texas steers		30		30		30		20
Light Texas steers		341/2		343/2		341/2		243/2
Ex. light Texas steers		37		37		37		27 1/2 N
Butt branded steers		30		30		30	20	-201/2
Colorado steers		29 1/2		291/2		291/2		191/2
Branded cows		33		33		33	24	-241/2
Branded bulls		23		23		23	145	2-151/4
Packer calfskins	55	-65	70	-80	70	-80	62 1	4-66
Packer kipskins	50	-55		60		60		50

is not regarded as a definite level. Much depends upon where country hides sell as to what the price level for country kip will be.

Horsehides Odd

Horsehides in peculiar position. With restrictions on the end-use of leather made from fronts, and little military demand, there is a bridle on the civilian demand picture. This lack of interest in fronts has developed to the point where buyers do not want to take whole hides because if they must cut them, they cannot sell the fronts elsewhere. Dealers in same position, and those that hold whole hides are not doing any cutting. Butt interest is priced somewhat lower than the point that tanners consider the market, which adds to the grief. Business, obviously, is very restricted with only a trickle of military business going on.

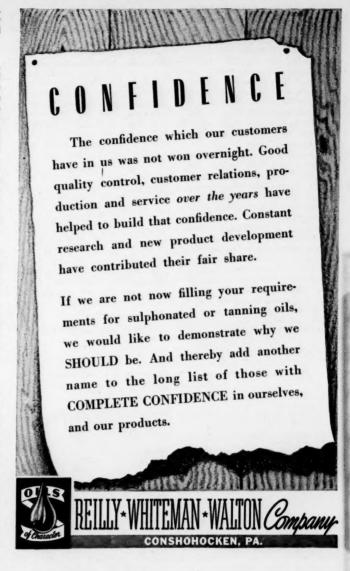
Whole trimmed Northern and Midwestern horsehides quoted in a range of \$12.75 to \$13 for lots around 60 lbs., with 70-lb. lots and heavier quoted around \$13.50 to \$14. Untrimmed hides quotable from \$1 to \$1.50 more, according to the value of the tail. Fronts generally priced around \$9.75 to \$10.25, depending upon quality. Butts, basis 22 inches and up, are quotable around \$3.75 to \$4.25, according to quality.

Sheep Pelts Sad

A rather sad wool market and poor interest in pelts and shearlings for Mouton purposes keeps this market dead. Big packer No. 1 shearling are said to be worth only about \$3.25 to \$3.50, bids no higher than that at the present time. No. 2's are quotable around \$2.25 to \$2.50, No. 3's range \$1.50 to \$1.75. Small packers range \$1.75 to \$3 for No. 1's, \$1.75 to \$2.00 for No. 2's, and \$1.00 to \$1.25 for No. 3's, according to quality. Spring lamb pelts are said to be worth \$3.50 to \$4.00 per cwt. liveweight basis to the prospective buyers, quite a come-down from the \$4.50 to \$5.50 previously heard. Pickled skins are steady at \$17.50 to \$20 per doz. ceilings.

Dry Sheepskins Slack Tanners still showing relatively little interest and it is difficult to confirm new business. Some dealers have made low bids but shipper slow to accept them.

At last Sydney, Australia wool sheepskin auctions, 31,000 skins offered. Bare to 11/2-inch firm, all other descriptions two to five pence, Australian currency, lower. Locally, pullers showing no interest in offerings and reports from most primary





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TABER PUMP CO. 300 Elm St. (Est. 1859) Buffalo 3, N. Y. markets indicate shippers selling elsewhere. Some skins are accumulating, no pressure on sellers' part to reduce asking prices.

Shearlings continue slow and easier. Due to high prices still asked in the Argentine, France and England showing interest in spot lots of Argentine shearlings and some sales have been consummated though details are guarded. Reports also that England bought Cape shearlings, 1/2-1 inch ,at about \$3.15 per skin.

Hair sheep markets generally slow although reports from the Cape say a Fulton County tanner purchased glovers without divulging details. England out of that market and shippers have reduced ideas, allowing American tanners to operate. Some late offerings figured \$20.00

basis primes.

Brazil cabrettas lower but still too high for this market. However, bids of \$14.00 fob. for skins running 50% specials and 50% regulars refused. Other varieties difficult to quote as offerings limited due to fact that agents advised their shippers to refrain from offering until conditions improve here.

Very little doing in either Peruvian or Papra slats. Only interest is for good lots and at prices usually below the ideas of shippers.

Reptiles Better

Tanners report more buying of finished leather by manufacturers. As yet, tanners slow to enter raw stock markets but it is felt that should the leather buying continue they may start asking for offerings.

Spot lots of Brazil back cut tejus

and Argentine lizards now on market but difficult to confirm sales. Additional quantities of Brazil giboias sold at 80c fob. About 10,000 wet salted back cut Agra lizards, 9 inches up, averaging 10 inches, 70/30 selection, offered at 30c; another lot averaging 101/4 inches and 80/20 selection, offered at 35c while skins running 8 inches up and averaging 9 inches, 80/20, available at 25c.

Some spot lots of Madras bark tanned whips, 2,500 4 inches up, averaging 43/4 inches and 2,500 averaging 5 inches, 70/30 selection, held at 90c. Agents feel shippers have been withholding offers because no large quantities available and buyers ideas too low to interest them. Some claim they could sell additional lots of whips and cobras, if they had offers at last prices.

New Zealand Markets

Although 5,000 freezer calf were offered on tender, it was difficult to confirm the sale as most buyers here are unwilling to return bids. Pickled skins slow as season is about over.

U. S. bought "NCF" salted lambs at 68 shillings, freezer lambs at 82 shillings, salted sheep at 128/4 shillings and freezer sheep at 143/10 shillings. Other sales involved "Waingawa" and "Wallacetown" sheep with price lacking. North Island lambs sold 100 and South Island 106 shillings. Deerskins are easier and reported that sales have been made at \$1.40 c&f. for regular weights. Heavy weights slow and nominal as little interest noted.

Deerskins Slumber

Some Brazil shippers have reduced their ideas and a limited amount of business confirmed in "jacks" at 82c fob., basis importers. This seems to be about top as most buyers still showing very little interest. Siam market has ruled quiet; no late offers noted. Other South and Central American deerskins quiet; most tanners are showing little interest in offers.

Pigskins Spotty

Although buyers in Fulton County continue to show little interest, even refraining from making bids, reports from Brazil indicate that shippers keep sold up. Not many offers of Manaos peccaries though some shippers have requested buyers to submit bids. There was a report that \$2.45 fob., basis importers, bid for Para grey peccaries and as U. S. buyers ideas were lower, skins said to have been sold elsewhere.

Bolivian grey peccaries held at \$2.30 c&f. More offerings of Peruvian peccaries at \$2.60 fob., but as buyers ideas here lower, no sales confirmed. Occasionally, a small lot of peccaries will sell but in general there is not much activity. Chaco carpinchos now available at \$3.15 fob, but still too high for buyers

here.

New Hampshire

- · Charles G. Raeburn has been promoted to administrative assistant in woods operations at Brown Co., Berlin manufacturer of shoe inner-soles and other products. He has been with the firm since 1944.
- · Lunder Shoe Corp. of Dover, which has purchased Mitchell Shoe Co. in Biddeford, Me., has announced that the transaction will not affect operations of the Dover factory. The Biddeford plant will produce an entirely different, non-competing line and will be operated as the Bruce Shoe Corp.

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NEWS QUICKS

About people and happenings coast to coast

New York

- Harmony Shoe Corp., Brooklyn, has been assigned to Irwin M. Berner and Alexander Berman.
- Ward Melville, president of Melville Shoe Corp., New York shoe chain, has been named co-chairman in the New York City campaign of the leather industry committee of the Cerebral Palsy Society.
- The well-known French shoe designer, Andre Perugia, has arrived in New York, where he will work during the Summer at I. Miller & Sons, Inc., design studio. Perugia will return to Paris, where he heads I. Miller's Paris studio, in Sept.
- Operators at the New York plant of Thomas Cort, Ltd., recently walked off their jobs in a dispute over vacation pay. The work-stoppage began when workers returned from their annual two-weeks vacation.

- Snappy Shoe Mfg. Co. has been organized to manufacture McKays and California sliplasted shoes at its new plant in Island Park, Long Island. Clemente Nappi and Frank Smedek, the latter a veteran of many years with Bata Shoe Co., are principals. Operations were scheduled to begin in July with output at 200 cases per day.
- Former co-partnership of J. Heilbrunn & Sons, Rochester shoe wholesaler, will be succeeded by a new corporation of the same name. Officers will be Robert E. Heilbrunn, president; Robert J. Heilbrunn, chairman of the board and treasurer; Charles Sternberg, vice president; and William Dirksen, secretary.

Wisconsin

 Involuntary petition in bankruptcy has been filed against Point Shoes, Inc., Stevens Point manufacturer of children's footwear, it is reported. • Roland H. Wegener has been named superintendent of Weyenberg Shoe Mfg. Co. plant at Hartford, succeeding Lester E. Engel. The latter is temporarily retired due to ill health. Wegener has been purchasing agent and assistant superintendent of the Weyenberg plant at Beaver Dam for several years.

Pennsylvania

 Jacob M. Snyder, trading as Jack Snyder & Co., 5222 Euclid Ave., Philadelphia, has filed voluntary petition in bankruptcy, listing liabilities of \$3,487 with no assets.

Maine

- Lyman W. Smith Co., Canton sheep leather tanner, is approaching full operations again after two and one-half months of a virtual standstill, according to Charles Ray, plant manager. First shipment of raw skins in months arrived recently from New Zealand, where a longshoremen's strike paralyzed shipping for several months. The Smith tannery uses New Zealand skins almost exclusively.
- Paul W. Rowe, office manager of Commonwealth Shoe and Leather Co.'s Gardiner plant, reports work at the plant was resumed recently



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after a three-week layoff due to "poor business conditions." Raymond W. Watts of Brookfield, Mo., has been appointed manager of the firm.

 Michael Lunder, president of Lunder Shoe Corp., Dover, N. H., has purchased control of Mitchell Shoe Co., Biddeford, including machinery and equipment. Lunder will form a new corporation under the name of Bruce Shoe Co. for the manufacture of flats and casuals retailing at \$4-\$5. Bruce Lunder, assistant treasurer of Lunder Shoe Co., and Julian Weinstein, clerk of Mitchell Shoe Co., hold controlling interest.

Massachusetts

- Tony Fagone, shoe foreman, is reported to have joined Mutual Shoe Co., Marlboro. He is employed in the lasting department.
- A. S. Shoe Co., Inc., has been organized to manufacture and job shoes at 203 Essex St., Boston. Sylvia J. Slesinger is listed as president-treasurer.
- J. & A. Leather Co., Inc., has been organized to manufacture leather at 23 Rear Winter St., Peabody. The firm, under Adam Brzezicki as president and Shirley Garfield as treasurer, has been authorized to issue 500 shares of preferred stock at \$10 par value and 600 shares of common stock without par value.
- *Knipe Bros., Inc., Ward Hill, has just received the largest war contract ever awarded a Haverhill firm—a \$1 million contract to make russet combat boots for the Army. The firm will begin working on the order, part

of the Army's recent call for over two million pairs of boots, in a few days and will deliver the shoes during the next five months. Knipe is now finishing production of a \$500,000 order for Army low quarter shoes awarded last Spring.

- Shoeworkers at both the Curtis Shoe Co., Inc., and Diamond Shoe Corp. of Marlboro voted by large majorities last week to retain the independent Marlboro Shoe Workers Associates as their bargaining agent. The vote at Curtis was 190-12 with 20 non-voters, while it was 443-73 with 109 non-voters at the Diamond plant. Balloting was under the National Labor Relations Board. The union has represented workers at the plants since 1937.
- H. C. Milton has been appointed assistant district sales manager of the American Cyanamid Co., Industrial Chemicals Division, Boston.
- United Shoe Machinery Corp. has announced it will discontinue selling gasoline to workers at its Beverly plant on Aug. 1. The action resulted after protests from the Beverly Gasoline Dealers' Association that the company was underselling local dealers by two cents per gallon. The prac-

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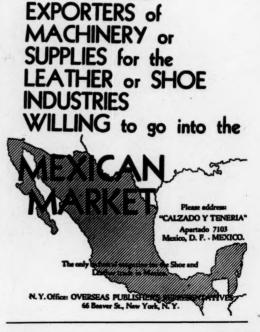


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tice was begun at the plant in 1906 when the company introduced the first gasoline pump in the city.

- C. Chester Rodenbush & Sons, Brockton manufacturers' agent for shoe supplies, has been named New England representative for Plymouth Rubber Co., Canton. Rodenbush will handle the Canton firm's quarter and sock linings. The Rodenbush firm is headed by C. Chester, who is aided by his three sons, Chester, Daniel and Robert.
- George Sullivan, shoe superintendent, has joined Galray Shoe Co., Lawrence. He was formerly associated with Susan Shoe Co. in Haverhill.
- Jacob Goodman has acquired the interests of the Freedman brothers in Bradley Shoe Co., Lynn, where he is now president and treasurer.

Illinois

- In a move to improve sales and distribution services to customers while lowering administrative costs, American Cyanamid Co. has consolidated its several warehouse and office locations in Chicago and St. Louis into one newly constructed building in each city. The moves are part of an over-all company plan which calls for similar consolidations in major cities of the U. S. and Canada. American Cyanamid is the nation's fourth largest producer of industrial and other chemicals.
- Mike J. Parker has been placed in charge of the new Chicago office opened by Howard Dietrich & Son, Inc., New York hide and skin broker. Parker was formerly in charge of the United States Leather Co. office in Chicago for 16 years.

West Virginia

• The Paw Paw plant of Keystone Tanning and Glue Co., wholly owned subsidiary of United States Leather Co., will definitely close in early Sept., according to W. J. Host, plant superintendent. Departments will be closed as remaining stocks of hides are processed. The shutdown, which will idle close to 150 tannery workers, is part of U. S. Leather's plan to liquidate its 10 sole leather tanneries. Several firms have shown interest in possible purchase of the Paw Paw plant, which can be easily adapted to tanning of upper leather.

Rhode Island

Allens Mfg. Co., Providence manufacturer of shoe buckles and ornaments, recently purchased a large plant at 140 Rhodes St. in Providence where it will expand its operations. Officials of the firm are Paul Rotondo, president, and Guido R. Petteruti, treasurer.

Canada

• Some 2,000 members of the National Union of Shoe and Leather Workers, CCL, in Toronto, have voted to dissolve and join the United Packinghouse Workers, ClO, by a six-to-one vote. The referendum vote followed a decision at the annual convention last May to merge with the packinghouse workers and lay the groundwork for organizing the 25,000

Canadian leather workers into a strong union.

• There were less bankruptcies registered in Canada's boot and shoe industry in the first quarter 1951 than a year ago, the Canadian Government reports. Only six failures were reported in the period against 11 last year. All six occurred in the Province of Quebec.

New Hampshire

• Brown Co., Berlin, has called for redemption on Sept. 1, 1951, of remaining shares of its \$6 cumulative convertible preferred stock not exchanged under its voluntary plan of recapitalization dated Dec. 1, 1950, and finally expiring on Aug. 20, 1951. On July 13, there were only 1,710 shares of the \$6 shares unexchanged.



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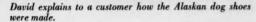
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BOSTON, MASSACHUSETTS







A comparison of sizes and types of footgear made by the Goslings.

3 LITTLE SHOEMAKERS

(Concluded from Page 7)

socks. The vast majority of "moccasins" on the market today, they say, are adulterations of the original.

But it's the children's business that has grown to become the big factor in this operation. David Gosselin designed a first-step shoe during the depression of the Thirties as an added line to spur business. Its growth has been steady ever since.

The Gosselins do very little advertising in the modern sense. It's a word-of-mouth business. Much of it comes from recommendations by doctors; a good share from mail order — the result of word-of-mouth rather than advertising. These mail orders come from Canada to Florida, Maine to California. Also, several

shoe stores now stock these shoes.

The cutting block at which the Gosselins work is more than 60 years old, and a rubbing stick in use dates back a half century. The brothers have worked out their own assemblyline system. David sorts and cuts the leather. Richard does the hand trimming, David the lasting, and Alfred the hand-sewing. The only machine work done is the stitching on of the soles by Richard, and David gives the final inspection. Just how basicthis whole three-man operation is is illustrated by the fact that Alfred makes his own thread from single strands, and works with a lock stitch to give strength to the final job.

These three little fairy-tale shoemakers follow hobbies away from their shop. David, a bachelor, lives in the front of the Juno Street house with his sister. He loves to fish and sketch; he designed the trademark for the first-set Goslings line. Alfred tinkers with radio repair work, while Richard has an accomplished hand at the piano.

Alfred and Richard each has a large family, but so far none of the children show inclination to carry the business into the fourth generation. But it is still early, and the Gosselins are certain that, like printer's ink, the love of shoemaking will show its strains in the family blood stream.

Meanwhile, these lovable storybook characters ignore the rising hum of machinery and mass production of the shoe industry, continuing to make shoes in their own humble way, and finding a genuine happiness in their work. As David philosophizes, "It isn't how many you can make and sell, but how well you make them and find enjoyment in doing it."

DAVIS LEATHER INC.

TWO PARK AVENUE, NEW YORK 16, NEW YORK R. A. Brea-Manager

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

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DOMINION CALF LEATHERS

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Los Angeles—1220 Maple Ave.
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TANNERY— DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA

WHO'S THE BOSS - YOU OR THE STITCH?

When stitching is costly, irregular in quality and performance, the stitch is boss over you. Turn the tables and scientifically control that work by adopting

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AJAX MACHINE CO. 170 Summer St., Boston, Mass.





A new type of leather spraying equipment, known as Roto-Spray, manufactured by Proctor & Schwartz, Inc., is proving to be a most efficient method for this tannery operation.

The equipment was developed by A. C. Lawrence Leather Company and has been employed by that firm with marked success for several years. It is now being made available to the industry by Proctor & Schwartz, who are manufacturing it under an exclusive license.

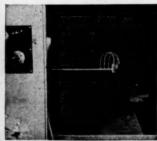
Leather is conveyed through a spraying chamber on a special conveyor made up of flat steel bands, butt welded together, making possible easy cleaning. A rotating device, having a vari-speed drive and equipped with four spray heads, revolves above the conveyor. These spray heads operate automatically, each spraying as it passes over the leather and shutting off as it extends beyond the conveyor.

Excellent coverage is provided by this modern equipment which is easily cleaned and quiet in operation.

The equipment may be operated in range with a dryer, making spraying and drying a continuous operation. The rotary spray may be used for top coats as well as base coats. When brushing out is required after spraying, leather is transferred by conveyor onto a bolster and again transferred by a short conveyor onto the dryer conveyor which is made up of a series of individual spring belts.

If you are interested in the advantages made possible by this equipment, we will be pleased to have our representative call. By actually visiting your plant, he can make an intelligent analysis of your needs and on the basis of that, make recommendations.





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Designers and Manufacturers of Drying Equipment for the Leather Industry
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EXTRACTING ROLLS • WASHERS and DRYERS FOR CATTLE HAIR

Much Proctor equipment is covered in full or in part by patents or patents pending.

SPRUCE EXTRACT

(Concluded from Page 8)

the best leather ever used for army shoes—spruce extract was the principal retanning agent. Surely, when a tanning material has made such a secure place for itself in the leather industry, in such a short time, there can be no doubt whatever of its great intrinsic value. That new and probably even more important uses will be found for spruce is undoubted.

"Not alone does spruce find a ready use in the tanning industry, but also has proved itself to be a valuable material in several other important industries and it will not be surprising, at any time, to learn that it is being used in still other industries.

No Experiments Now

"All the above statements are no longer a matter of personal opinion, but are based on the experience of practical tanners, who have produced all of the types of leather mentioned. The days of experimentation have passed, and spruce extract may be offered to tanners as a tanning material of special merit. As time goes on, and oak and hemlock become scarcer and scarcer, and incidentally higher and higher in price, spruce extract will become proportionately more valuable, as it replaces them, to an even greater extent."

Nothing has occurred to alter the author's opinion regarding spruce, expressed in the year 1920. Furthermore, in the literature of tanning since that time, much information can be found, to the effect that the place of spruce and similar extracts has been made secure.

- END -

BLUE BOOK

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We Just Keep Moving Our Stock.

Take Advantage of Our Low Prices.

Be One of Our Satisfied Customers.

We Guarantee Satisfaction.

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Promptly and in Detail with Samples,

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Address G-12, c/o Leather and Shoe 300 W. Adams St., Chicago 6, Ill.

Rates

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THE RUMPF PUBLISHING CO. 300 W. Adams St.

Help Wanted

Salesman Wanted

For the Chicago-Milwaukee area. Must have shoe experience and general knowledge of shoe trade, shoe and pattern making, lasts, heels, styling and retailing. Preferable age 35 to 50, in good health, willing to travel, preferably married. If you have these qualifications and want a salaried job with security benefits, let us hear from you. Write Box Y-7, Leather And Shoes, Booton, Masse.

Stitching Room Foreman

To supervise fitting room producing 5000 prs. stitchdown shoes in Pennsylvania. Must be able to obtain production and quality, and also teach help. Write Box Y-8, Leather And Shoes, 10 High St., Boston, Mass.

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Sales Representatives
SALES REPRESENTATIVES covering
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etc., to represent a converter, jobber,
and importer of upper leather and
spilts such as flexibles and linings, also
spilts for luggage and novelty trade in
both finished and unfinished forms,
also double shoulders and sides suitable for strap, belt and luggage trades,
also sole leather and various other
tress since 1885 and we are looking for
reliable representation. Address G-6,
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St., Chicago 6, Ill.

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Stitching Room Foreman

with years of experience in all types of foot-wear is available. Has ability to teach new help. Prefers N. E. but will go anywhere. Write

Harry Hurwitz 16 Aede St, Lynn, Mass. Tel. Lynn 3-4238

Credit and Office Manager

Lawyer and Accountant with over ten years' experience in shoe business. Able executive capable of taking complete charge. References. Will locate anywhere. Address Box Y-4, c/o. Leather and Shoes, 10 High St., Boston, Mass.

Who

WOULD LIKE TO secure services of a widely traveled man, well trained in various phases of Leather & Shoe industries, with good experience also in allied trades? 2 yrs. office admatr; 1 yr. shoe mfr. & contrig. oper; 6 mths. tannery; 6 mths. leather sales; 1 yrs. demonstr. & sales leather finishes. Good knowledge European conditions; French, German, Spanish Igus. Please reply to G-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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WANTED: Pasition as asles representative for materials to sell to the tanning industry in Canada. By young experienced tanner, well known in the field.

Address G-11,

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Chicago 6, Ill.

Tanner

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gar the Best

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Completely remodeled and re-furnished—New Jefferson Hotel will make your visit to South Bend much more pleasant.

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A modern hotel with every comfort and convenience to make your stay a delight in Kenosha —where business and pleasure mix. Home of the Town Casino.

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Personal Management FRED F. KEAN AND ASSOCIATES



I could raise a lot of now, if I were an old stinker by refusing to tell them how Controlled Penetration of fatliquors by Salem Oil & Grease Co. adds more sales appeal to leather.

Coming Events

July 29-Aug. 3, 1951—National Luggage and Leather Goods Show, sponsored by National Luggage and Leather Goods As-sociation. Hotel New Yorker, New York

Aug. 19-22, 1951 — Spring Showing of Allied Shoe Products and Style Exhibit for allied trades. Hotel Belmont-Plaza, New

Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 14-18, 1951-Advance Boston Spring Shoe Showing, sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and manufacturers

Oct. 20, 1951-38th annual banquet of New York Shoe Superintendents' and Fore-men's Association. Hotel St. George, Brooklyn, N. Y.
Oct. 25-26, 1951—Annual Fall Meeting

Oct. 25-26, 1951—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago, Ill.
Oct. 25-Nov. 1, 1951—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe, Retailers Association and National Shoe ther hotels. Chicago.
Nov. 11-14, 1951—Spring Shoe Show, research by Southwesters Shoe Transless.

Nov. 11-14, 1951—Spring Shoe Show. sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels. Dallas, Tex.

Nov. 25-29, 1951—Popular Price Shoe Show of America for Spring and Summer 1952. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Brazilian Leathers Ask

Schlossinger & Cia. Ltda.

Caixa Postal 917 Sao Paulo, Brazil

Deaths

George F. Rumpf

. tanning executive, died July 20 in Philadelphia after a short illness. His death was a shock to his many friends and associates in the tanning trade. Rumpf, a veteran of 45 years of service with Surpass Leather Co., Philadelphia kid leather tanner, worked his way up through various positions to become one of the firm's leading officers. He succeeded his father. John Rumpf, as tanner of the company and was also a member of the board of directors. He was less than 65 years at the time of his death, Survivors include his wife.

James Z. Greeley

. . . 65, shoe executive, died July 19 at St. Mary's Hospital, Milwaukee, Wis., after a short illness. Greeley was general factory manager and supplies buyer for Herbst Shoe Mfg. Co., Milwaukee shoe manufacturer. He was well-known throughout the Midwest trade. Surviving are his wife, Emily; two sons, James Z., Jr., and Robert D.; and a sister, Mrs. Francis X. Murphy.

Guy F. Haselton

. . 72, well-known shoe manufacturer, died recently at the summer camp of his daughter, Mrs. Walter Roberts, at Lovell Lake, Sanbornville, N. H., after a long illness. A native of Haverhill, Mass., Haselton manufactured shoes in that city for several years under the firm name of Haselton Shoe Co. Later he moved to East Rochester, N. H., where he became associated with the shoe manufacturing firm of H. W. Perkins Co. He retired several years ago.

(Other Deaths on Page 19)

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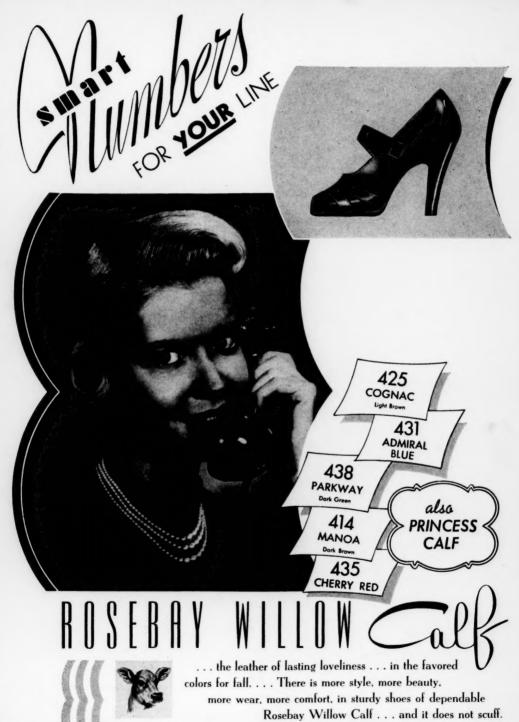
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IFE IN YOUR SHOES SPECKLED KIDKO MULTICOLORED LININGS Put the inside of your shoes to work in store windows and at the fitting stool. Eye appealing Speckled KIDKO Multicolored Linings give better shoes that Hollywood look which means extra sales and extra profit to you. Various two and three-color combinations for fall and winter footwear. Write for samples. You'll be aston-ished at the added beauty KIDKO brings to your shoes.

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